



# OFFICE OF GRANT PROCUREMENT, COORDINATION & MANAGEMENT

03/05/2013

Department of Administration



## Nevada's Grant Landscape

*Red Rock Canyon, Nevada*



# Grant Landscape

- Of the 50 states and District of Columbia, Nevada ranks 51<sup>st</sup> in federal grant spending per capita.
- In 2010, the national per capita spending in the grant category was \$2,187, while Nevada saw \$1,321.
- Grants account for 19 percent of per capita federal spending in Nevada.
  - ▣ Medicaid represents 27 percent of the grant category total.
  - ▣ Top funding federal agencies to Nevada: Health & Human Services, Transportation, Education, Energy, Housing & Urban Development

Source: *Nevada Grantsmanship: A Benchmark Study Assessing Nevada's Federal Grant Capacity*, February 2012

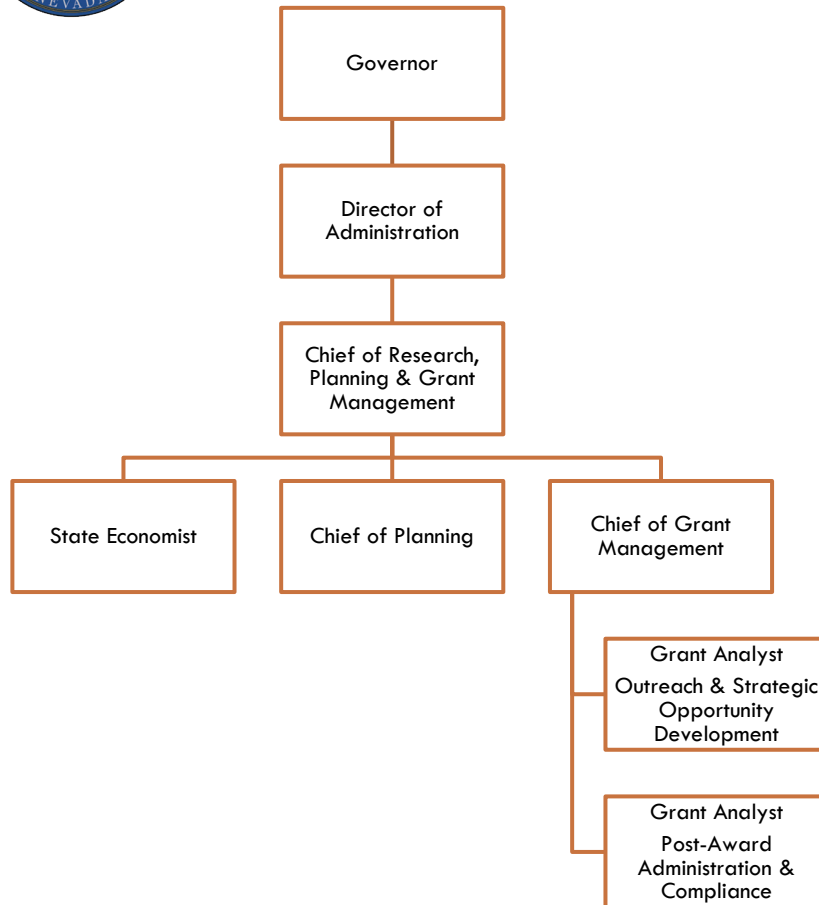


# Addressing the Issue

- In 2011, Nevada's Legislators unanimously passed Senate Bill 233 establishing the Office of Grant Procurement, Coordination and Management.
- The bill effectively combined:
  - ▣ 4 concurrent bills
  - ▣ recommendations of the Nevada Spending and Government Efficiency Commission established by the Governor



# Advantageous Structure



- Housed within the Department of Administration's Budget Office, the Grant Office has access to an array of internal resources.
- The Department of Administration is uniquely positioned as a cabinet-level reporting agency.
- The Chief of Grant Management is appointed by the Director of Administration and oversees two grant analysts.



# Functional Objectives

## Procurement

- Aid agencies in identifying and applying for grants
- Key clients are Department of Health & Human Services, Office of Energy, and Economic Development

## Coordination

- Cross-agency Flight Teams
- Nevada Single Point of Contact
- Ensure agencies do not duplicate efforts
- Facilitate public/private collaboration

## Management

- Develop skilled grant-force within state agencies
- Track agency applications and awards
- Report to Legislature biennially



# 18-Month Progress Report

## □ Facilitating Grants

- The Grants Office identified grant opportunities valuing \$62.6 million and targeted the dissemination of 486 grant announcements to eligible grantees throughout Nevada in fiscal year 2012.
- In its first year, the Grants Office facilitated nine grant opportunities representing a combined total of \$5.4 million, of which the state received \$987,636 in successful awards. Given the Grants Office's annual operating budget is \$190,000, the outreach and success rate translates into a productivity ratio of 5:1 – generating \$5 in grant awards for every dollar the state has invested into the office.

Source: *Biennial Report to the Legislature*, December 2012



# 18-Month Progress Report

## □ Reaching Out

- To date, the Grants Office has established 200 state grant contacts, 117 energy group members, and 180 Nevada Grant Stakeholders subscribed through opt-in e-mail lists. In addition, there are 45 distribution lists organized by subject groups for specialized grant and training announcements.
- Conducted capacity surveys in 2011 and 2012 of Nevada's grant-eligible agencies to gain a better understanding of their processes in tracking grants, whether or not they applied for them, and how they felt that they needed help improving.
  - Noteworthy for the period is the change in award funding levels. Nevada's applicants are receiving 85% of their funding request, which is up from 56% in 2011.





# 18-Month Progress Report

## □ Training and User Group Meetings

- Facilitated free or low-cost training in-state or online for Nevada's grant-force saving an estimated \$64.7 thousand in registration fees, time, and travel costs.
- Co-hosted with the U.S. Department of Housing and Urban Development a two-day grant writing workshop in Reno. The workshop was attended by 170 grant-seekers and administrators from northern Nevada. The training session attracted over 200 registrants, surpassing the meeting room capacity and necessitating the Grants Office to place more than 25 people on a waiting list.
  - HUD has approved our 2013 training request
- Hosted User Group Meetings in Carson City and Las Vegas to provide a forum for peers within the grant community to discuss obstacles in procuring federal funds and to foster greater collaborations. More than 100 grant writers and administrators attended.



# Building the Momentum

## □ Cross-agency Teams:

- ▣ Develop and integrate inter-departmental teams of industry experts for health and human services, economic development and energy that would serve to identify funding sources, assess the viability of projects, review applications, and provide expert background data.

## □ Grant-Force Development:

- ▣ Pilot Grant-Force Certification training program to grow the number of well-trained grant writers and administrators in state service—increasing Nevada's award success rate and mitigating the skills gap as experienced employees elect to leave state service.
- ▣ To promote efficiencies in government, issue an RFQ resulting in Master Service Agreements with pre-qualified freelance grant professionals.

# Contacts

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